

➤ **WHAT HAPPENS IF MY HOME SELLS QUICKLY?**

Local statistics have shown that a percentage of the hundreds of homes on the market will sell in the first 30 days. This does not mean that you have sold your home for less than market value. Your home appears as a fresh new product so buyers will see yours before one that's been on the market for awhile. Finding a buyer is only 1/3 of our job. Taking a sale to a successful close is the other 2/3.

➤ **I MAY NOT BE THE ONE TO SHOW & SELL YOUR HOME.**

At Prudential Arizona Properties, we are an aggressive team. We represent a major portion of the sales closed in our area. But while our role is significant, there are other real estate companies out there. We market our listings to other companies and we value the role they play in helping us get your home sold. It is not uncommon to see 5 showings from other companies compared to one from ours and statistics also tell us that nearly 60% of sales come from these 'cooperative agents'.

➤ **YOUR SIGN OF SUCCESS.**

It can take 2-4 days to install your Prudential Arizona Properties sign. If you have any ideas regarding where your sign should go, please let me know.

➤ **COMMUNICATION.**

We are working diligently to find a buyer for your home. I will do everything I can to keep you informed via mail and phone on a regular basis. If you have any questions at any time, please feel free to call.

➤ **WHEN OTHER AGENTS ARE SHOWING YOUR HOME.**

Please allow any agents showing your home to go through the house undisturbed. Only respond when asked a direct question. There will be times when we are not aware of showings so please get the other agent's card and let me know. It is NEVER in your best interest to communicate directly with the buyer. Let us do the negotiating. That is our job.

➤ **FEEDBACK FROM OTHER AGENTS.**

When other agents show your home, they are probably showing several to that buyer. If the buyer is interested in your home, the agent will certainly let me know right away. If the buyer is not interested the agent is no doubt showing them others and may be difficult to reach for feedback. We will do our best to follow-up and report back to you in a timely manner.

➤ **OTHER AGENT PROBLEMS.**

Although it should not happen, sometimes agents forget to call ahead or your house will appeal to a buyer as they're driving by to see other homes. An agent may also forget to cancel an appointment, especially if their buyer finds another house they want. You may find a light left on or a blind left open. Try to be understanding but please let your agent know of any problems you feel may require attention.

➤ **NO SHOWINGS.**

It takes several weeks for all the marketing we do to be effective and even then, it is possible you won't see much activity. After 30-45 days on the market I will meet with you again to review your marketing plan. A consistent lack of activity usually means the buyers think your home is overpriced.

➤ **IF YOU'RE NOT HAPPY WITH THE PROGRAM.**

Tell Me! That is the last thing we want and I would like the opportunity to clear up any misunderstandings or correct mistakes. Keep in mind it is in our best interest to get your home sold and to keep you happy.



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➤ **BUYER AGENTS.**

Remember, not all agents work on your behalf. Do not discuss any information with buyers or agents showing the property. You may inadvertently harm our negotiating position. There is only one agent committed to YOU and that is ME, your agent.

➤ **NET SHEET.**

The net sheet is an estimate of the costs involved in the sale. It is only an approximation and will be affected by the mortgage balance you disclosed, interest accrual and other factors. We will prepare a new net sheet each time an offer is received.

➤ **FUNDS FROM ESCROW.**

After escrow closes it may take a couple of days to receive your money. All funds must be cleared before any disbursements are made.

➤ **INSPECTIONS.**

During the escrow period there may be numerous inspections requested by the appraiser, the termite people, one or two walk-throughs, etc. This may be a bit inconvenient but it is a necessary part of the process. After the inspections, some action or repair might be requested. The contract will help determine which repairs and actions we will need to respond to.

➤ **BACK UP OFFERS.**

Once an offer has been accepted, your home goes into a pending status in the MLS computer telling other agents that we are working on a sale. However, unless you specifically request otherwise, your home will continue to be shown although at more infrequent intervals. In spite of everyone's best intentions a number of 'sure things' still fall out of escrow so by continuing to show your property and solicit back-up offers, we are prepared to go forward with a new buyer if something happens to the first one.

➤ **CONTINGENCY OFFERS.**

We may get an offer from a prospective buyer who will need to sell their home or have some other item cleared up before they are able to buy yours. We will discuss these offers with you as they come in so you will have enough information to make a decision on how you would like to proceed. Depending on the contingency, it may be in your best interest to accept the offer anyway, to accept it by keeping your home in an active status, or to reject the offer.

This information is deemed reliable as obtained from appropriate sources. However, neither the agent nor Prudential Arizona Properties makes any warranties either expressed or implied. Should you have any questions please call the Broker anytime at (800) 795-0121 or email info@theschutts.com



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Now that you have employed us to get your home SOLD, there are a few things to keep in mind that will help you understand the process.

*Each office is independently owned and operated
If your property is currently listed with another broker, this
is not a solicitation for business.
Equal Housing Opportunity*